

Message Text

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USDOC FOR BEWT

E.O. 11652: N/A
TAGS: BPRO, BTIO, GE
SUBJECT: GDR SOLICITS SUPPLY BY US OF CAPITAL PLANT
FOR ELECTRICAL INDUSTRY

1. REPRESENTATIVES OF GDR FOREIGN TRADE APPARATUS HAVE APPROACHED EMBASSY TO SOLICIT CONTACTS WITH U.S. BUSINESS FIRMS WHO MIGHT WISH TO CONTRACT FOR THE SUPPLY OF COMPLETE PLANT FOR THE PRODUCTION OF LIGHT BULBS/ILLUMINATION, ELECTRIC MOTORS, AND COLOR TV TUBES. GDR REPRESENTATIVES ARE PLANNING A TRIP TO THE UNITED STATES IN JANUARY AND HAVE ASKED ASSISTANCE OF EMBASSY IN IDENTIFYING POSSIBLE U.S. BUSINESS PARTNERS.

2. AS DESCRIBED TO EMBASSY BY REPRESENTATIVES OF GDR AGENCY FIRM TRANSINTER, GDR HOPES TO CONTRACT IN 1978 ON BASIS OF 100 PERCENT COMPENSATION (BUYBACK) FOR PURCHASE OF A PLANT TO PRODUCE A BROAD RANGE OF ILLUMINATION PRODUCTS, I.E. LIGHTBULBS, FOR A WIDE RANGE OF APPLICATIONS IN INDUSTRY, HOUSEHOLD, AUTOMOTIVE, ETC. IN CONTACTS SO FAR WITH U.S. COMPANIES, E.G. PENNSYLVANIA, AMERICANS HAVE SUGGESTED THAT GDR DISCUSS THE PROJECT WITH U.S. ENGINEERING FIRMS; AND GDR NOW ASKS THE EMBASSY FOR ASSISTANCE IN LOCATING POSSIBLE
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BUSINESS PARTNERS.

3. SITUATION IS ANALOGOUS WITH RESPECT TO EFFORTS TO LOCATE A FOREIGN COMPANY TO UNDERTAKE SUPPLY OF A PLANT TO PRODUCE A RANGE OF SMALL ELECTRIC MOTORS, MAINLY FOR CONSUMER APPLICATIONS, AS FOR EXAMPLE IN CASSETTE RECORDERS.

4. A THIRD AREA, WHICH WE BELIEVE MAY BE OF SLIGHTLY LOWER PRIORITY IS A PLANT FOR PRODUCTION OF COLOR TV TUBES. GDR HAS HAD PRELIMINARY CONTACTS WITH SOME MAJOR PRODUCERS IN THE UNITED STATES, BUT WISHES TO PURSUE THE "ENGINEERING FIRM" OPTION TO SEE IF ANY INTEREST MIGHT BE TURNED UP. EMBASSY NOTES IN PASSING THAT GTE INTERNATIONAL, A SUBSIDIARY OF GENERAL TELEPHONE AND ELECTRIC, HAS BEEN TO BERLIN TO DISCUSS ALL THREE PROJECTS (MEMCON NOV. 15).

5. GDR INTEREST IN STRUCTURING THE TRANSACTIONS ON THE BASIS OF COMPENSATION OBVIOUSLY COMPLICATES MATTERS. BUT WE ARE VERY HOPEFUL THAT RESOURCES AT USDOC'S DISPOSAL MIGHT BE ENGAGED PROMPTLY TO PRODUCE A LIST OF U.S. FIRMS WHICH GDR MIGHT CONSIDER CONTACTING IN CONNECTION WITH ANY OR ALL OF THE THREE AFOREMENTIONED PROJECTS, BEARING IN MIND A GDR TRIP TO THE U.S. FOR MID-JANUARY IS ALREADY BEING PLANNED. WE REGRET SHORT DEADLINE, BUT BELIEVE THAT A PROMPT SUBSTANTIVE RESPONSE TO THIS REQUEST WILL BE OF MATERIAL ASSISTANCE IN OUR EFFORTS TO INDUCE THE GDR TO THINK INCREASINGLY IN TERMS OF THE UNITED STATES AS A SOURCE OF NEEDED CAPITAL PLANT. BOLEN

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